

Fresh Oranges:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during December 1998. The denominator represents the total number of FEU shipped, by all carriers, throughout the 1998 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, December 1998.

Market Share-December:

Each carrier's current market share is based on the number of containers shipped during December 1998. Source: PIERS, December 1998.

Market Share-CY 1998:

Each carrier's market share is based on the total number of containers shipped throughout the 1998 calendar year. Source: PIERS, 1998.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: The Pacific Shipper, March 1, 1999 and various sites on the World Wide Web.

Ocean Rates:

Ocean rates are applicable for March 15,1999. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the DXI on-line rate tariff and PLUS Tariff retrieval systems.

Container Rate:

Container rates for Fresh Oranges are quoted on full 40-foot refrigerated containers unless otherwise noted.

Definitions

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

CY-CY = Container Yard to Container Yard

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

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L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Oranges

Monthly Market Share For: December 1998

| Month\Year: 3\18 | | | | | | | | Surcharg | ges: | | | | |
|------------------|-----------------|--------------------|-----------------|------------|------------|----|-----|----------|---------|-----|-----------|------|---------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| Maersk | 67% | 38% | 20 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| Mitsui OSK | 33% | 5% | 19 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| Sea-Land | 0% | 44% | 22 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| OOCL | 0% | 5% | 19 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| Yang Ming | 0% | 5% | 25 Days | | | | | | | | | | |
| Hanjin | 0% | 3% | 20 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |

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L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: December 1998

Month\Year: 72\1,546

| 17701111/170111. 12/1/010 | | | | | | | | | | | | | |
|---------------------------|-----------------|--------------------|-----------------|----------------------|-----|----|-----|-----|---------|-----|-----------|-----------|---------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| Hanjin | 51% | 27% | 12 Days | \$1.98 | | | | | | | | 1008 pkgs | . \$1,996 |
| Hyundai | 26% | 39% | 14 Days | \$2,000 ¹ | | | | | | | | | \$2,000 |
| Cho Yang | 14% | 15% | 16 Days | \$1.86 | | | | | | | | | \$3,534 |
| Maersk | 7% | 1% | 16 Days | \$1.98 | | | | | | | | 1008 pkgs | . \$1,996 |
| COSCO | 1% | 1% | 18 Days | \$2.59 | | | | | | | | 1008 pkgs | . \$2,611 |
| Evergreen | 0% | 11% | 14 Days | \$1.98 | | | | | | | | 1008 pkgs | . \$1,996 |
| Sea-Land | 0% | 3% | 16 Days | \$1.98 | | | | | | | | 1008 pkgs | . \$1,996 |

¹ Rate is per container

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L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Fresh Oranges

Monthly Market Share For: December 1998

Month\Year: 1\12

| Month\Year: 1\12 | | | | | | | | Surcharg | ges: | | | | |
|------------------|-----------------|--------------------|-----------------|------------|-----|----|-----|----------|-----------|-----|-----------|------------|---------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec A | ARB | Cotton R. | Size | ContainerRate |
| Maersk | 100% | 38% | 24 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| Hanjin | 0% | 42% | | \$6.22 | \$1 | | | \$34 | | | | | \$6,368 |
| Hyundai | 0% | 25% | 13 Days | \$3.85 | \$1 | | | \$34 | | | , | 1080 pkgs. | . \$4,788 |

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L.A./L.B./Oakland Ports To Hong Kong

Fresh Oranges

Monthly Market Share For: December 1998

Month\Year: 380\10,564

| Month\Year: 380\10,564 | | | | | | | | Surcharg | ges: | | | | |
|------------------------|-----------------|--------------------|-----------------|------------|-----|----|-----|----------|---------|-----|-----------|------|---------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| Hyundai | 34% | 19% | 13 Days | \$1.87 | \$1 | | | \$34 | | | | | \$2,372 |
| APL | 18% | 13% | 13 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| Maersk | 13% | 10% | 15 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| Mitsui OSK | 12% | 4% | 13 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| P&O Nedlloyd | 6% | 4% | 20 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| Hanjin | 4% | 6% | 16 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,093 |
| Cho Yang | 3% | 4% | 13 Days | | | | | | | | | | |
| Yang Ming | 3% | 4% | 18 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| Sea-Land | 2% | 12% | 24 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| OOCL | 2% | 7% | 14 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| NYK Line | 1% | 3% | 14 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| Hapag-Lloyd | 1% | 0% | 14 Days | \$2.18 | \$1 | | | \$34 | | | | | \$2,666 |
| Evergreen | 0% | 7% | 17 Days | \$1.72 | \$1 | | | \$34 | | | | | \$2,229 |
| COSCO | 0% | 6% | 18 Days | \$1.28 | \$1 | | | \$34 | | | | | \$1,811 |

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L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Oranges

Monthly Market Share For: December 1998

| Month\Year: 2\13 | | | | | | | | Surcharg | ges: | | | | |
|------------------|-----------------|--------------------|-----------------|------------|-----|----|-----|----------|---------|-----|-----------|------|---------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| OOCL | 50% | 15% | 23 Days | \$4.01 | \$1 | | | \$34 | | | | | \$4,405 |
| Hanjin | 50% | 8% | 24 Days | \$4.19 | \$1 | | | \$34 | | | | | \$4,576 |
| Maersk | 0% | 45% | 24 Days | \$4.01 | \$1 | | | \$34 | | | | | \$4,405 |
| Sea-Land | 0% | 23% | 26 Days | \$4.01 | \$1 | | | \$34 | | | | | \$4,405 |
| Hapag-Lloyd | 0% | 8% | 23 Days | \$4.01 | \$1 | | | \$34 | | | | | \$4,405 |

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L.A./L.B./Oakland Ports To Keelung, Taiwan

Fresh Oranges

Monthly Market Share For: December 1998

Surcharges:

| | Market | Market | Transit | | | | | | | | | | |
|------------|--------|----------|----------|----------------------|------------|----|-----|------|---------|------------|-----------|------|----------------------|
| Carrier | Share | Share CY | Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| APL | 36% | 6% | 16 Days | \$2.63 | | | | | | | | | \$2,499 |
| Cho Yang | 27% | 6% | 14 Days | \$3,500 ¹ | | | | | | | | | \$3,500 |
| OOCL | 18% | 6% | 14 Days | \$2.63 | | | | | | | | | \$2,499 |
| Hyundai | 9% | 4% | 15 Days | \$2.63 | | | | | | | | | \$2,499 |
| Mitsui OSK | 9% | 1% | 14 Days | \$2.63 | | | | | | | | | \$2,499 |
| Yang Ming | 0% | 25% | 15 Days | \$2.83 | \$1 | | 9% | | | | | | \$2,813 |
| Zim Line | 0% | 15% | 20 Days⁴ | \$2,380 | | | | \$28 | | | | | \$2,856 |
| Hanjin | 0% | 8% | 15 Days | \$2.63 | | | | | | | | | \$2,499 |
| Evergreen | 0% | 5% | 15 Days | \$2.73 | | | | | | | | | \$3,594 |
| Maersk | 0% | 4% | 15 Days | \$2.63 | | | | | | | | | \$2,499 |
| Sea-Land | 0% | 3% | 12 Days | \$2.63 | | | | | | | | | \$2,499 |
| | | | | | | | | | | | | | |

¹ Rate is per container

Month\Year: 11\1,267

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⁴ Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Manila, Philippines

Fresh Oranges

Monthly Market Share For: December 1998

Month\Year: 14\218

Surcharges:

| | | | | | | | | Surcharg | ges: | | | | \$3,944 \$3,944 \$3,640 |
|---------------------|-----------------|--------------------|--------------------|------------------|------------|----|-----|--------------|---------|-----|-----------|------|-------------------------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | Container R ate |
| Maersk | 53% | 29% | 22 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,944 |
| APL | 21% | 15% | 22 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,944 |
| P&O Nedlloyd | 12% | 1% | 25 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,640 |
| OOCL | 7% | 23% | 16 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,944 |
| Hanjin | 7% | 1% | 16 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,803 |
| Hyundai | 0% | 16% | 17 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,944 |
| Sea-Land | 0% | 9% | 18 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,944 |
| Cho Yang | 0% | 6% | 21 Days | \$3.52 | \$1 | | | \$34 | | | | | \$3,939 |
| Hyundai Sea-Land | 0% 0% | 16% 9% | 17 Days 18 Days | \$3.52 \$3.52 | \$1 \$1 | | | \$34 \$34 | | | | | |

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L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Oranges

Monthly Market Share For: December 1998

Month\Year: 41\1,104

| | | | | | | | Surcharg | ges: | | | | |
|-----------------|----------------------|--|---|--|--|---|---|---|--|---|---|--|
| Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| 54% | 10% | 19 Days | \$3.56 | \$1 | | | \$34 | | | | | \$3,977 |
| 22% | 28% | 22 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| 22% | 14% | 24 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| 2% | 4% | 21 Days | | | | | | | | | | |
| 0% | 16% | 20 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| 0% | 13% | 19 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| 0% | 5% | 19 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| 0% | 4% | 21 Days | \$3.59 | \$1 | | | \$34 | | | | | \$4,006 |
| | 54% 22% 22% 2% 0% 0% | Share Share CY 54% 10% 22% 28% 22% 14% 2% 4% 0% 16% 0% 13% 0% 5% | Share Share CY Time 54% 10% 19 Days 22% 28% 22 Days 22% 14% 24 Days 2% 4% 21 Days 0% 16% 20 Days 0% 13% 19 Days 0% 5% 19 Days | Share Share CY Time Ocean Rate 54% 10% 19 Days \$3.56 22% 28% 22 Days \$3.08 22% 14% 24 Days \$3.08 2% 4% 21 Days 0% 16% 20 Days \$3.08 0% 13% 19 Days \$3.08 0% 5% 19 Days \$3.08 | Share Share CY Time Ocean Rate BAF 54% 10% 19 Days \$3.56 \$1 22% 28% 22 Days \$3.08 \$1 22% 14% 24 Days \$3.08 \$1 2% 4% 21 Days 0% 16% 20 Days \$3.08 \$1 0% 13% 19 Days \$3.08 \$1 0% 5% 19 Days \$3.08 \$1 | Share Share CY Time Ocean Rate BAF CY 54% 10% 19 Days \$3.56 \$1 22% 28% 22 Days \$3.08 \$1 22% 14% 24 Days \$3.08 \$1 2% 4% 21 Days 0% 16% 20 Days \$3.08 \$1 0% 13% 19 Days \$3.08 \$1 0% 5% 19 Days \$3.08 \$1 | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF 54% 10% 19 Days \$3.56 \$1 22% 28% 22 Days \$3.08 \$1 22% 14% 24 Days \$3.08 \$1 2% 4% 21 Days 0% 16% 20 Days \$3.08 \$1 0% 13% 19 Days \$3.08 \$1 0% 5% 19 Days \$3.08 \$1 | Market Share Market Share CY Time Ocean Rate BAF CY CAF THC 54% 10% 19 Days \$3.56 \$1 \$34 22% 28% 22 Days \$3.08 \$1 \$34 22% 14% 24 Days \$3.08 \$1 \$34 2% 4% 21 Days \$3.08 \$1 \$34 0% 16% 20 Days \$3.08 \$1 \$34 0% 13% 19 Days \$3.08 \$1 \$34 0% 5% 19 Days \$3.08 \$1 \$34 | Share Share CY Time Ocean Rate BAF CY CAF THC CFS Recommend 54% 10% 19 Days \$3.56 \$1 \$34 22% 28% 22 Days \$3.08 \$1 \$34 22% 14% 24 Days \$3.08 \$1 \$34 2% 4% 21 Days \$3.08 \$1 \$34 0% 13% 19 Days \$3.08 \$1 \$34 0% 5% 19 Days \$3.08 \$1 \$34 | Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB 54% 10% 19 Days \$3.56 \$1 \$34 22% 28% 22 Days \$3.08 \$1 \$34 22% 14% 24 Days \$3.08 \$1 \$34 2% 4% 21 Days \$3.08 \$1 \$34 0% 16% 20 Days \$3.08 \$1 \$34 0% 13% 19 Days \$3.08 \$1 \$34 0% 5% 19 Days \$3.08 \$1 \$34 | Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 54% 10% 19 Days \$3.56 \$1 \$34 22% 28% 22 Days \$3.08 \$1 \$34 22% 14% 24 Days \$3.08 \$1 \$34 2% 4% 21 Days \$3.08 \$1 \$34 0% 16% 20 Days \$3.08 \$1 \$34 0% 13% 19 Days \$3.08 \$1 \$34 0% 5% 19 Days \$3.08 \$1 \$34 | Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. Size 54% 10% 19 Days \$3.56 \$1 \$34 |

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L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: December 1998

Month\Year: 50\1,378

| Carrier P&O Nedlloyd | | | | | | | | | | | | | |
|----------------------|-----------------|--------------------|-----------------|------------|-----|----|-----|------|---------|-----|-----------|------|------------------------|
| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | Container R ate |
| P&O Nedlloyd | 58% | 12% | 18 Days | \$3.56 | \$1 | | 9% | \$34 | | | | | \$4,281 |
| Cho Yang | 12% | 6% | 20 Days | | | | | | | | | | |
| Maersk | 11% | 23% | 19 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| Sea-Land | 10% | 18% | 17 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| Yang Ming | 4% | 5% | 22 Days | | | | | | | | | | |
| OOCL | 2% | 13% | 18 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| APL | 2% | 11% | 18 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,521 |
| Hanjin | 2% | 8% | 20 Days | \$3.59 | \$1 | | 9% | \$34 | | | | | \$4,176 |

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L.A./L.B./Oakland Ports To Tokyo, Japan

Fresh Oranges

Monthly Market Share For: December 1998

Month\Year: 52\1,632

| Market | | | | | | | Surcharg | ges: | | | | |
|-----------------|-----------------------------------|--|---|---|---|---|---|--|--|--|---|---|
| Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | ТНС | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
| 27% | 20% | 11 Days | \$1.33 | \$1 | | 34% | \$34 | | | | | \$4,038 |
| 19% | 11% | 12 Days | \$2.01 | \$1 | | 34% | \$34 | | | | | \$3,345 |
| 16% | 7% | 11 Days | \$2.01 | \$1 | | 34% | \$34 | | | | 1008 pkgs | . \$3,310 |
| 15% | 26% | 11 Days | \$1.80 | \$1 | | 34% | \$34 | | | | 1008 pkgs | . \$3,061 |
| 8% | 2% | 11 Days | \$3,350 ¹ | | | | | | | | | \$3,350 |
| 6% | 5% | 11 Days | \$1.33 | \$1 | | 34% | \$34 | | | | | \$4,038 |
| 5% | 4% | 11 Days | \$1.33 | \$1 | | 34% | \$34 | | | | | \$4,038 |
| 3% | 1% | 14 Days | \$2.16 | \$1 | | 34% | \$34 | | | | 1008 pkgs | . \$3,513 |
| 2% | 1% | 10 Days | \$1.33 | \$1 | | 34% | \$34 | | | | | \$4,038 |
| 0% | 10% | 12 Days | \$1.33 | \$1 | | 34% | \$34 | | | | | \$4,038 |
| 0% | 5% | 13 Days | \$3.21 | | | | | | | | 1008 pkgs | . \$3,236 |
| 0% | 3% | 11 Days | \$1.33 | \$1 | | 34% | \$34 | | | | | \$4,038 |
| | 27% 19% 16% 15% 8% 6% 5% 3% 2% 0% | Share Share CY 27% 20% 19% 11% 16% 7% 15% 26% 8% 2% 6% 5% 5% 4% 3% 1% 0% 10% 0% 5% | Share Share CY Time 27% 20% 11 Days 19% 11% 12 Days 16% 7% 11 Days 15% 26% 11 Days 8% 2% 11 Days 6% 5% 11 Days 5% 4% 11 Days 3% 1% 14 Days 2% 1% 10 Days 0% 10% 12 Days 0% 5% 13 Days | Share Share CY Time Ocean Rate 27% 20% 11 Days \$1.33 19% 11% 12 Days \$2.01 16% 7% 11 Days \$2.01 15% 26% 11 Days \$1.80 8% 2% 11 Days \$3,350¹ 6% 5% 11 Days \$1.33 5% 4% 11 Days \$1.33 3% 1% 14 Days \$2.16 2% 1% 10 Days \$1.33 0% 10% 12 Days \$1.33 0% 5% 13 Days \$3.21 | Share Share CY Time Ocean Rate BAF 27% 20% 11 Days \$1.33 \$1 19% 11% 12 Days \$2.01 \$1 16% 7% 11 Days \$2.01 \$1 15% 26% 11 Days \$1.80 \$1 8% 2% 11 Days \$3,350¹ \$1 6% 5% 11 Days \$1.33 \$1 5% 4% 11 Days \$1.33 \$1 3% 1% 14 Days \$2.16 \$1 2% 1% 10 Days \$1.33 \$1 0% 10% 12 Days \$1.33 \$1 0% 5% 13 Days \$3.21 | Share Share CY Time Ocean Rate BAF CY 27% 20% 11 Days \$1.33 \$1 19% 11% 12 Days \$2.01 \$1 16% 7% 11 Days \$2.01 \$1 15% 26% 11 Days \$1.80 \$1 8% 2% 11 Days \$3,350¹ \$3,350¹ 6% 5% 11 Days \$1.33 \$1 5% 4% 11 Days \$1.33 \$1 3% 1% 14 Days \$2.16 \$1 2% 1% 10 Days \$1.33 \$1 0% 10% 12 Days \$1.33 \$1 0% 5% 13 Days \$3.21 | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF 27% 20% 11 Days \$1.33 \$1 34% 19% 11% 12 Days \$2.01 \$1 34% 16% 7% 11 Days \$2.01 \$1 34% 15% 26% 11 Days \$1.80 \$1 34% 8% 2% 11 Days \$3,350¹ \$3,350¹ \$34% 6% 5% 11 Days \$1.33 \$1 34% 5% 4% 11 Days \$1.33 \$1 34% 3% 1% 14 Days \$2.16 \$1 34% 2% 1% 10 Days \$1.33 \$1 34% 0% 10% 12 Days \$1.33 \$1 34% 0% 5% 13 Days \$3.21 \$34% | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 15% 26% 11 Days \$1.80 \$1 34% \$34 8% 2% 11 Days \$3,350¹ \$34% \$34 5% 4% 11 Days \$1.33 \$1 34% \$34 5% 4% 11 Days \$2.16 \$1 34% \$34 3% 1% 14 Days \$2.16 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 0% 10% 12 Days \$1.33 \$1 34% \$34 0% 5% 13 Days \$3.21 \$3.21 \$3.4% <td>Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 15% 26% 11 Days \$1.80 \$1 34% \$34 8% 2% 11 Days \$3,350¹ \$34% \$34 6% 5% 11 Days \$1.33 \$1 34% \$34 5% 4% 11 Days \$1.33 \$1 34% \$34 3% 1% 14 Days \$2.16 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 0% 10% 12 Days \$1.33 \$1</td> <td>Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 15% 26% 11 Days \$1.80 \$1 34% \$34 8% 2% 11 Days \$3,350¹ \$34% \$34 6% 5% 11 Days \$1.33 \$1 34% \$34 5% 4% 11 Days \$1.33 \$1 34% \$34 3% 1% 14 Days \$2.16 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 0% 10% 12 Days \$1.33<td>Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 15% 26% 11 Days \$1.80 \$1 34% \$34 8% 2% 11 Days \$3,350¹ \$34% \$34 6% 5% 11 Days \$1.33 \$1 34% \$34 5% 4% 11 Days \$1.33 \$1 34% \$34 3% 1% 14 Days \$2.16 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 0% 10% 12 Days</td><td>Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. Size 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 1008 pkgs 15% 26% 11 Days \$1.80 \$1 34% \$34 1008 pkgs 8% 2% 11 Days \$3,350¹ \$3,350¹ \$34% \$34</td></td> | Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 15% 26% 11 Days \$1.80 \$1 34% \$34 8% 2% 11 Days \$3,350¹ \$34% \$34 6% 5% 11 Days \$1.33 \$1 34% \$34 5% 4% 11 Days \$1.33 \$1 34% \$34 3% 1% 14 Days \$2.16 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 0% 10% 12 Days \$1.33 \$1 | Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 15% 26% 11 Days \$1.80 \$1 34% \$34 8% 2% 11 Days \$3,350¹ \$34% \$34 6% 5% 11 Days \$1.33 \$1 34% \$34 5% 4% 11 Days \$1.33 \$1 34% \$34 3% 1% 14 Days \$2.16 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 0% 10% 12 Days \$1.33 <td>Market Share Market Share CY Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 27% 20% 11 Days \$1.33 \$1 34% \$34 19% 11% 12 Days \$2.01 \$1 34% \$34 16% 7% 11 Days \$2.01 \$1 34% \$34 15% 26% 11 Days \$1.80 \$1 34% \$34 8% 2% 11 Days \$3,350¹ \$34% \$34 6% 5% 11 Days \$1.33 \$1 34% \$34 5% 4% 11 Days \$1.33 \$1 34% \$34 3% 1% 14 Days \$2.16 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 2% 1% 10 Days \$1.33 \$1 34% \$34 0% 10% 12 Days</td> <td>Market Share Market Share CY Transit Time Ocean Rate BAF CY CAF THC CFS Rec ARB Cotton R. 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¹ Rate is per container

Issue Date: March 15, 1999